Appendix C Pricing

Model	Product Features	Customer Discount

UNISTAR™ 2Gb FC SAN 10 Port Bundle	• 1 EA. - UNISTAR TeraVault 16 - Dual controller RAID system with sixteen 250GB SATA drives for 4.0 TB Raw Capacity - 3.2 TB Useable in RAID 5, 256MB memory, dual power supplies and cooling modules, two 2Gb ports, browser- based system management GUI, 3U Form factor.
	
	• 1 EA. - Qlogic SAN Express Kit which inlcudes the following:
	   - 1 EA. - Qlogic SANbox 1400 10-Port Fibre Channel Switch
	   - 2 EA. - Qlogic SANblade QLA200 Single Port HBA
	   - 6 EA. - SFPs
	   - 6 EA. - LC-LC 5m Fibre Optic Cables
	   - Management Software including Qlogic SANsurfer Management Software Incd: SANsurfer OS, HBA Manager, Switch Manager,
	   - Support for Windows, Linux, and UNIX
	
	• UDI Professional Services Installation (Plus Travel Expenses)
	• Expandable to fully redundant SAN with purchase of additional switch, HBAs, SFPs and Cables.
		28%

UNISTAR™ 2Gb FC SAN 16 Port Bundle	• 1 EA. - UNISTAR TeraVault 16 - Dual controller RAID system with sixteen 250GB SATA drives for 4.0 Tb Raw Capacity,-3.2 TB Useable in RAID 5, 256MB memory, dual power supplies and cooling modules, two 2Gb ports, browser- based system management GUI, 3U Form factor.
	
	• 1 EA. - Qlogic 2Gb SAN Connectivity Kit 3000 which inlcudes the following:
	   - 1 EA. - Qlogic SANbox 5200 16-2 GB Port Fibre Channel Switch, 8- 2 GB ports enabled. Four 10Gb for switch stacking. Stack up to 4 units for a total of 64 available ports, 1U Form factor.
	   - 4 EA. - Qlogic SANblade QLA2340 Single Port HBA PCI-X to 2Gb FC
	   - 8 EA. - SFPs
	   - 4 EA. - LC-LC 5m Fibre Optic Cables
	   - Management Software including Qlogic SANsurfer Management Software Incd: SANsurfer OS, HBA Manager, Switch Manager,
	   - Support for Windows, Linux, and UNIX
	• UDI Professional Services Installation (Plus Travel Expenses)
	• Expandable to fully redundant SAN with purchase of additional switch, HBAs, SFPs and Cables.
		25%

UNISTAR™ TeraVault 12 - 3.0 TB	• Form Factor - 2U • Drive Type - Serial ATA - Parallel ATA (with adapter) • 12 EA. - 250 GB Hot Spare/Hot Swap Drives for 3.0 TB Raw Capacity • Cache - 128MB (Upgradeable to 1GB) • Dual Hot Swap Power Supplies and Cooling Fans • 2 2Gb/sec Fibre Channel • 2 Ultra 160 SCSI • Dual Controller • Includes Software for System Management, Intellegent Drive Handling, Enclosure Fault Management and Host Mapping. • RAID Level Support - 0, 1 (0+1), 3, 5 • Hardware Warranty - 3 Years	30%
UNISTAR™ TeraVault 12 - 4.8 TB	• Form Factor - 2U • Drive Type - Serial ATA - Parallel ATA (with adapter) • 12 EA. - 400 GB Hot Spare/Hot Swap Drives for 4.8 TB Raw Capacity • Cache - 128MB (Upgradeable to 1GB) • Dual Hot Swap Power Supplies and Cooling Fans • 2 2Gb/sec Fibre Channel	33%

STATE OF TEXAS

DEPARTMENT OF INFORMATION RESOURCES (DIR) CONTRACT
Overland Storage discount structure

State of Texas DIR Contract Discount Structure

LoaderXpress - SDLT 320, LTO-2 Ultrium, LTO-3 Ultrium

Part Number	Description	DIR Discount %
OV-LXL101003	LoaderXpress, 1 SDLT320 drive (LVD), 10 slots, TT	23%
OV-LXL101004	LoaderXpress, 1 SDLT320 drive (LVD), 10 slots, RM	23%
OV-LXL101011	LoaderXpress, 1 LTO-2 drive (LVD) 86GB/hr, 11 slots, TT	19%
OV-LXL101012	LoaderXpress, 1 LTO-2 drive (LVD) 86GB/hr, 11 slots, RM	19%
OV-LXL101013	LoaderXpress, 1 LTO-3 drive (LVD), 11 slots, RM	23%
OV-LXL101014	LoaderXpress, 1 LTO-3 drive (LVD), 11 slots, TT	23%

PowerLoader - SDLT 320, LTO-2 Ultrium, LTO-3 Ultrium

Part Number	Description	DIR Discount %
OV-LXM101013	PowerLoader, 1 SDLT320 drive (LVD), 15 slots, barcode reader, TT	25%
OV-LXM101014	PowerLoader, 1 SDLT320 drive (LVD), 15 slots, barcode reader, RM	25%
OV-LXM101015	PowerLoader, 2 SDLT320 drive (LVD), 15 slots, barcode reader, TT	33%
OV-LXM101016	PowerLoader, 2 SDLT320 drive (LVD), 15 slots, barcode reader, RM	33%
OV-LXM101037	PowerLoader, 1 LTO-2 drive (LVD), 17 slots, TT	14%
OV-LXM101038	PowerLoader, 1 LTO-2 drive (LVD), 17 slots, RM	14%
OV-LXM101039	PowerLoader, 2 LTO-2 drives (LVD), 17 slots, barcode reader, TT	24%
OV-LXM101040	PowerLoader, 2 LTO-2 drives (LVD), 17 slots, barcode reader, RM	24%
OV-LXM101041	PowerLoader, 1 LTO-3 drive (LVD), 17 slots, barcode reader, RM	27%
OV-LXM101042	PowerLoader, 1 LTO-3 drive (LVD), 17 slots, barcode reader, TT	27%
OV-LXM101043	PowerLoader, 2 LTO-3 drives (LVD), 17 slots, barcode reader, RM	28%
OV-LXM101044	PowerLoader, 2 LTO-3 drives (LVD), 17 slots, barcode reader, TT	28%
OV-LXM901007	Add-on drive kit for PowerLoader, SDLT320 (LVD)	27%
OV-LXM901015	Add-on drive kit for PowerLoader, LTO-3 (LVD)	28%
OV-LXM901014	Add-on drive kit for PowerLoader, cost-effective LTO-2 (LVD)	25%

NEO 2000 - SDLT 320, SDLT600, LTO-2 Ultrium, LTO-3 Ultrium

Part Number	Description	DIR Discount %
OV-LXN101001	NEO 2000, DLT/SDLT, 0 drive, 26 slots, RM	29%
OV-LXN101020	NEO 2000, LTO, 0 drive, 30 slots, RM	29%
OV-LXN101023	NEO 2000, 1 SDLT320 drive (LVD), 26 slots, TT	23%
OV-LXN101024	NEO 2000, 1 SDLT320 drive (LVD), 26 slots, RM	23%
OV-LXN101025	NEO 2000, 2 SDLT320 drives (LVD), 26 slots, TT	32%
OV-LXN101026	NEO 2000, 2 SDLT320 drives (LVD), 26 slots, RM	32%
OV-LXN101125	NEO 2000, 1 SDLT600 drive (LVD) , 26 slots, TT	22%
OV-LXN101126	NEO 2000, 1 SDLT600 drive (LVD) , 26 slots, RM	22%
OV-LXN101127	NEO 2000, 2 SDLT600 drives (LVD) , 26 slots, TT	22%
OV-LXN101128	NEO 2000, 2 SDLT600 drives (LVD) , 26 slots, RM	22%
OV-LXN101551	NEO 2000, 1 LTO-3 drive (LVD), 30 slots, RM	22%
OV-LXN101561	NEO 2000, 1 LTO-3 drive (LVD), 30 slots, TT	22%
OV-LXN101552	NEO 2000, 2 LTO-3 drives (LVD), 30 slots, RM	23%
OV-LXN101562	NEO 2000, 2 LTO-3 drives (LVD), 30 slots, TT	23%
OV-LXN101564	NEO 2000, 1 LTO-2 Native Fibre Channel drive, 30 slots, RM. Includes one V.I.A. Fibre Channel Option (FCO) card.	23%
OV-LXN101566	NEO 2000, 1 LTO-3 Native Fibre Channel drive, 30 slots, RM. Includes one V.I.A. Fibre Channel Option (FCO) card.	21%
OV-LXN101567	NEO 2000, 2 LTO-3 Native Fibre Channel drives, 30 slots, RM. Includes one V.I.A. Fibre Channel Option (FCO) card.	22%
OV-LXN101565	NEO 2000, 2 LTO-2 Native Fibre Channel drives, 30 slots, RM. Includes one V.I.A. Fibre Channel Option (FCO) card.	23%

NEO 4000 - SDLT 320, SDLT600, LTO-2 Ultrium, LTO-3 Ultrium

Part Number	Description	DIR Discount %
OV-LXN101553	NEO 4100, 1 LTO-3 drive (LVD), 60 slots, RM	28%
OV-LXN101563	NEO 4100, 1 LTO-3 drive (LVD), 60 slots, TT	28%
OV-LXN101554	NEO 4200, 2 LTO-3 drives (LVD), 120 slots, RM	28%
OV-LXN101569	NEO 4100, 1 LTO-3 Native Fibre Channel drive, 60 slots, RM. Includes one V.I.A. Fibre Channel Option (FCO) card.	26%
OV-LXN101571	NEO 4200, 2 LTO-3 Native Fibre Channel drives, 120 slots, RM. Includes one V.I.A. Fibre Channel Option (FCO) card.	28%
OV-LXN101129	NEO 4100, 1 SDLT600 drive (LVD), 52 slots, TT	27%
OV-LXN101130	NEO 4100, 1 SDLT600 drive (LVD), 52 slots, RM	27%
OV-LXN101131	NEO 4200, 2 SDLT600 drives (LVD), 104 slots, RM	28%
OV-LXN101080	NEO SERIES Capacity Expansion for NEO 4100, DLT/SDLT, 0 drive, 52 slots, RM, router, elevator assembly (primary - includes motor)	30%
OV-LXN101081	NEO SERIES Capacity Expansion for NEO 4200 and 4300, DLT/SDLT, 0 drive, 52 slots, RM, elevator assembly (extension)	29%
OV-LXN101082	NEO SERIES Capacity Expansion for NEO 4100, LTO, 0 drive, 60 slots, RM, router, elevator assembly (primary - includes motor)	30%
OV-LXN101083	NEO SERIES Capacity Expansion for NEO 4200 and 4300, LTO, 0 drive, 60 slots, RM, elevator assembly (extension)	29%
OV-LXN101084	NEO SERIES Capacity Expansion for NEO 4100, DLT/SDLT, 0 drive, 26 slots, RM, router, elevator assembly (primary - includes motor)	31%
OV-LXN101085	NEO SERIES Capacity Expansion for NEO 4200 and 4300, DLT/SDLT, 0 drive, 26 slots, RM, elevator assembly (extension)	30%
OV-LXN101086	NEO SERIES Capacity Expansion for NEO 4100, LTO, 0 drive, 30 slots, RM, router, elevator assembly (primary - includes motor)	31%
OV-LXN101087	NEO SERIES Capacity Expansion for NEO 4200 and 4300, LTO, 0 drive, 30 slots, RM, elevator assembly (extension)	30%

NEO 8000 - SDLT 320, SDLT600, LTO-2 Ultrium, LTO-3 Ultrium

Part Number	Description	DIR Discount %
OV-LXN101510	NEO 8000, 0 drives LTO, 1 drawer (100 slots), configured to support 1-12 tape drives	23%
OV-LXN101511	NEO 8000, 0 drives LTO, 2 drawers (180 slots), configured to support 1-12 tape drives	23%
OV-LXN101512	NEO 8000, 0 drives LTO, 3 drawers (260 slots), configured to support 1-12 tape drives	23%
OV-LXN101513	NEO 8000, 0 drives LTO, 4 drawers (340 slots), configured to support 1-12 tape drives	23%
OV-LXN101514	NEO 8000, 0 drives LTO, 5 drawers (420 slots), configured to support 1-12 tape drives	23%
OV-LXN101515	NEO 8000, 0 drives LTO, 6 drawers (500 slots), configured to support 1-12 tape drives	23%
OV-LXN101516	NEO 8000, 2 SDLT600 (LVD) drives, 1 drawer (85 slots), initial frame	23%
OV-LXN101517	NEO 8000, 2 SDLT600 (LVD) drives, 2 drawers (153 slots), initial frame	23%
OV-LXN101518	NEO 8000, 2 SDLT600 (LVD) drives, 3 drawers (221 slots), initial frame	23%
OV-LXN101519	NEO 8000, 2 SDLT600 (LVD) drives, 4 drawers (289 slots), initial frame	23%
OV-LXN101520	NEO 8000, 2 SDLT600 (LVD) drives, 5 drawers (357 slots), initial frame	23%
OV-LXN101521	NEO 8000, 2 SDLT600 (LVD) drives, 6 drawers (425 slots), initial frame	23%
OV-LXN101522	NEO 8000, 0 drives SDLT, 1 drawer (85 slots), configured to support 1-12 tape drives	23%
OV-LXN101523	NEO 8000, 0 drives SDLT, 2 drawers (153 slots), configured to support 1-12 tape drives	23%
OV-LXN101524	NEO 8000, 0 drives SDLT, 3 drawers (221 slots), configured to support 1-12 tape drives	23%
OV-LXN101525	NEO 8000, 0 drives SDLT, 4 drawers (289 slots), configured to support 1-12 tape drives	23%
OV-LXN101526	NEO 8000, 0 drives SDLT, 5 drawers (357 slots), configured to support 1-12 tape drives	23%
OV-LXN101527	NEO 8000, 0 drives SDLT, 6 drawers (425 slots), configured to support 1-12 tape drives	23%
OV-LXN101534	NEO 8000, 0 drives LTO, 100 slots, additional frame	17%
OV-LXN101535	NEO 8000, 0 drives LTO, 180 slots, additional frame	17%
OV-LXN101536	NEO 8000, 0 drives LTO, 260 slots, additional frame	17%
OV-LXN101537	NEO 8000, 0 drives LTO, 340 slots, additional frame	17%
OV-LXN101538	NEO 8000, 0 drives LTO, 420 slots, additional frame	17%
OV-LXN101539	NEO 8000, 0 drives LTO, 500 slots, additional frame	17%
OV-LXN101540	NEO 8000, 0 drives SDLT, 85 slots, additional frame	17%
OV-LXN101541	NEO 8000, 0 drives SDLT, 153 slots, additional frame	17%
OV-LXN101542	NEO 8000, 0 drives SDLT, 221 slots, additional frame	17%
OV-LXN101543	NEO 8000, 0 drives SDLT, 289 slots, additional frame	17%
OV-LXN101544	NEO 8000, 0 drives SDLT, 357 slots, additional frame	17%
OV-LXN101545	NEO 8000, 0 drives SDLT, 425 slots, additional frame	17%
OV-LXN101555	NEO 8000, 2 drives Native Fibre Channel LTO-3, 100 slots (1 drawer), initial frame. Includes one V.I.A. Fibre Channel Option (FCO) card.	25%
OV-LXN101556	NEO 8000, 2 drives Native Fibre Channel LTO-3, 180 slots (2 drawers), initial frame. Includes one V.I.A. Fibre Channel Option (FCO) card.	26%
OV-LXN101557	NEO 8000, 2 drives Native Fibre Channel LTO-3, 260 slots (3 drawers), initial frame. Includes one V.I.A. Fibre Channel Option (FCO) card.	24%
OV-LXN101558	NEO 8000, 2 drives Native Fibre Channel LTO-3, 340 slots (4 drawers), initial frame. Includes one V.I.A. Fibre Channel Option (FCO) card.	24%
OV-LXN101559	NEO 8000, 2 drives Native Fibre Channel LTO-3, 420 slots (5 drawers), initial frame. Includes one V.I.A. Fibre Channel Option (FCO) card.	24%
OV-LXN101560	NEO 8000, 2 drives Native Fibre Channel LTO-3, 500 slots (6 drawers), initial frame. Includes one V.I.A. Fibre Channel Option (FCO) card.	24%
OV-LXN101576	NEO 8000, 2 LTO-3 (LVD) drives, 1 drawer (100 slots), initial frame	25%
OV-LXN101577	NEO 8000, 2 LTO-3 (LVD) drives, 2 drawers (180 slots), initial frame	25%
OV-LXN101578	NEO 8000, 2 LTO-3 (LVD) drives, 3 drawers (260 slots), initial frame	23%
OV-LXN101579	NEO 8000, 2 LTO-3 (LVD) drives, 4 drawers (340 slots), initial frame	23%
OV-LXN101580	NEO 8000, 2 LTO-3 (LVD) drives, 5 drawers (420 slots), initial frame	23%
OV-LXN101581	NEO 8000, 2 LTO-3 (LVD) drives, 6 drawers (500 slots), initial frame	23%

NEO SERIES ACCESSORIES

Part Number	Description	DIR Discount %
OV-LXN901067	Add-on drive kit for NEO SERIES, Native Fibre Channel LTO-2. Includes one LiveSwap LTO-2-FC tape drive. FRU	28%
OV-LXN901081	Add-on drive kit for NEO 8000, IBM LTO-2 (LVD). Includes 1 LiveSwap IBM LTO-2 tape drive. FRU (Must be ordered with a 0 drive frame.)	29%
OV-LXN101549	Add-on drive kit for NEO SERIES, LTO-3 (LVD) Includes 1 LiveSwap LTO-3 tape drive. FRU	28%
OV-LXN101550	Add-on drive kit for NEO SERIES, Native Fibre Channel LTO-3. Includes one LiveSwap LTO-3-FC tape drive. FRU	26%
OV-LXN901026	Add-on drive kit for NEO SERIES, SDLT320 (LVD)	29%
OV-LXN901027	Add-on drive kit for NEO SERIES, LTO-2 (LVD). Includes 1 LiveSwap LTO-2 tape drive. FRU	28%
OV-LXN901032	Add-on drive kit for NEO SERIES, SDLT600 (LVD). Includes 1 LiveSwap SDLT600 tape drive. FRU	32%
OV-LXN901001	13 slot left-side DLT/SDLT magazine with mail-slot	41%
OV-LXN901002	13 slot right-side DLT/SDLT magazine	41%
OV-LXN901003	15 slot left-side LTO magazine with mail-slot	41%
OV-LXN901004	15 slot right-side LTO magazine	41%
OV-LXN901005	Tabletop to rackmount conversion kit with slide rails, NEO SERIES	41%
OV-LXN901012	10U elevator assembly for NEO SERIES (primary - includes motor)	41%
OV-LXN901013	5U elevator assembly for NEO SERIES (extension)	41%
OV-LXN901014	V.I.A. Fibre Channel Option (FCO), 1 or 2Gbit/sec. Includes 1 Short Wave SFP.	37%
OV-LXN901017	SFP for V.I.A. FCO-Long Wave Optical, 1 or 2 Gbit/sec, includes 5m LC-LC Single mode cable	37%
OV-LXN901018	V.I.A. HVD SCSI Option (HVO)	37%
OV-LXN901023	V.I.A. Library Partitioning Option (LPO) with router. Used for initial partition.	28%
OV-LXN901024	V.I.A. Library Partitioning Option (LPO) . Used for additional partitions.	29%
OV-LXN901029	Rackmount to tabletop conversion kit, NEO 2000	41%
OV-LXN901050	10U elevator assembly for NEO SERIES (extension)	41%
OV-LXN901051	20U elevator assembly for NEO SERIES (primary - includes motor)	41%
OV-LXN901052	20U elevator assembly for NEO SERIES (extension)	41%
OV-LXN901053	V.I.A. Gigabit Ethernet Option (GEO), NDMP	34%
OV-LXN901054	V.I.A. Gigabit Ethernet Option (GEO), iSCSI	34%
OV-LXN901058	Capacity increase, LTO, 1 drawer (80 slot increment). Requires NEO 8000 serial number. Encrypted code entered using front panel or Web TLC.	30%
OV-LXN901062	Capacity increase, SDLT, 1 drawer (68 slot increment). Requires NEO 8000 serial number. Encrypted code entered using front panel or Web TLC	30%
OV-LXN901063	V.I.A. Library Partitioning Option NEO 8000 (LPO). Used for additional partitions.	29%
OV-LXN901064	V.I.A. Library Partitioning Option NEO 8000 (LPO) / 8-Port Router Bundle. Used for initial partition.	28%
OV-LXN901065	15 Slot LTO magazine, NEO 8000	36%
OV-LXN901066	13 Slot SDLT magazine, NEO 8000	42%
OV-LXN101546	NEO 8000, Horizontal Robotics Assembly, 2 Wide	17%

REO SERIES 1000

Part Number	Description	DIR Discount %
OV-REO101024	REO 1000, 640 GB, iSCSI, 4 x 160 GB, ProtectionPAC, RM	24%
OV-REO101025	REO 1000, 1.6 TB, iSCSI, 4 x 400 GB, ProtectionPAC, RM	24%
OV-REO101013	REO 1000, 1 TB, iSCSI, 4 x 250 GB, ProtectionPAC, RM	24%
OV-REO101028	REO 1000, 2 TB, iSCSI, 4 x 500 GB, ProtectionPAC, RM	24%

REO SERIES 4000

Part Number	Description	DIR Discount %
OV-REO101005	REO 4000, 2 TB, iSCSI, 8 x 250 GB, ProtectionPAC, RM	22%
OV-REO101006	REO 4000, 2 TB, Fibre Channel, 8 x 250, ProtectionPAC, RM	22%
OV-REO101029	REO 4000, 4.0 TB, iSCSI, 8 x 500 GB, Protection OS, RM	22%
OV-REO101030	REO 4000, 4.0 TB, iSCSI, 8 x 500 GB, Protection OS, RM	22%
OV-REO101026	REO 4000, 3.2 TB, iSCSI, 8 x 400 GB, ProtectionPAC, RM	22%
OV-REO101027	REO 4000, 3.2 TB, Fibre Channel, 8 x 400, ProtectionPAC, RM	22%
OV-REO901020	REO 4000 8x500 GB Upgrade	19%

REO SERIES 9000

Part Number	Description	DIR Discount %
OV-REO101014	REO 9000, 4.8 TB, iSCSI, 12 x 400GB, ProtectionPAC, RM	24%
OV-REO101015	REO 9000, 4.8 TB, Fibre Channel, 12 x 400GB, ProtectionPAC, RM	24%
OV-REO101016	REO 9000, 9.6 TB, iSCSI, 24 x 400 GB, ProtectionPAC, RM	24%
OV-REO101017	REO 9000, 9.6 TB, Fibre Channel, 24 x 400GB, ProtectionPAC, RM	24%
OV-REO101018	REO 9000 12 x 400GB Upgrade	24%
OV-REO101019	REO 9000, 6 TB, iSCSI, 24 x 250GB, ProtectionPAC, RM	24%
OV-REO101020	REO 9000, 6 TB, Fibre Channel, 24 x 250GB, ProtectionPAC, RM	24%
OV-REO101021	REO 9000, 3 TB, iSCSI, 12 x 250GB, ProtectionPAC, RM	24%
OV-REO101022	REO 9000, 3 TB, Fibre Channel, 12 x 250GB, ProtectionPAC, RM	24%
OV-REO101023	REO 9000 12 x 250GB Upgrade	24%
OV-REO101031	REO 9000, 6.0 TB, iSCSI, 12 x 500GB, Protection OS, RM	24%
OV-REO101032	REO 9000, 6.0 TB, Fibre Channel, 12 x 500GB, Protection OS, RM	24%
OV-REO101033	REO 9000, 12.0 TB, iSCSI, 24 x 500GB, Protection OS, RM	24%
OV-REO101034	REO 9000, 12.0 TB, Fibre Channel, 24 x 500GB, Protection OS, RM	24%
OV-REO101050	REO 9000 Expansion Array, 4.0TB, 16 x 250GB, RM	24%
OV-REO101051	REO 9000 Expansion Array, 8.0TB, 16 x 500GB, RM	24%
OV-REO901021	REO 9000 12 x 500GB Disk Upgrade	24%

REO SERIES - Multi-Site PAC Software

Part Number	Description	DIR Discount %
OV-PACMSPTR1	Multi-SitePAC for REO 1000	22%
OV-PACMSPTR2	Multi-SitePAC for REO 4000	27%
OV-PACMSPTR3	Multi-SitePAC for REO 9000	27%

MISCELLANEOUS ACCESSORIES

Part Number	Description	DIR Discount %
106035-001	Additional 10 slot DLT/SDLT magazine for LoaderXpress (cartridges not included)	37%
106035-003	Additional 15 slot DLT/SDLT magazine for PowerLoader (cartridges not included)	41%
OV-LXM901006	Additional 17 slot LTO magazine for PowerLoader (cartridges not included)	41%
OV-LXL901002	Additional 11 slot LTO magazine for LoaderXpress (cartridges not included)	23%
OV-LTO901001	Barcode reader for LoaderXpress and PowerLoader, LTO	38%
106045-001	DLT/SDLT barcode labels for DLTIV and SDLT data cartridges, as well as DLT1 and DLTIII cleaning cartridges, Qty 90 data, Qty 10 cleaning	36%
106104-001	SDLT media (5-pack), 110GB/220GB (SDLT220 drive) or 160GB/320GB (SDLT320 drive)	21%
106105-001	LTO-1 media (5-pack), 100GB/200GB	23%
106105-002	LTO Ultrium cleaning cartridge (2-pack)	21%
OV-SDL901001	SDLT cleaning cartridge (2-pack) Note: SDLT FW revision 42 (or higher) required for use	23%
OV-SDL901002	Super DLTtape II, (5-pack), 300GB/600GB	25%
OV-LTO901002	LTO-1 barcode labels, Qty 100 data, Qty 10 cleaning	38%
OV-LTO901003	LTO-2 media (5-pack), 200GB/400GB	25%
OV-LTO901004	LTO-2 barcode labels, Qty 100 data, Qty 10 cleaning	38%
OV-LTO901005	LTO-3 barcode labels, Qty 100 data, Qty 10 cleaning	38%
OV-LXL901003	Rackmount adapter kit for LoaderXpress, DLT/SDLT and LTO (Note: Chassis must have standoffs to accommodate slide rails)	37%
OV-LXM901012	Tabletop to rackmount conversion kit with slide rails, PowerLoader (SDLT and LTO only)	41%
OV-LXL901004	Cable, SCSI, VHDCI/HD68, M/M, 6FT	21%
OV-LXN901020	Cable, SCSI, VHDCI/VHDCI, M/M, 0.5m	37%
OV-LXN901021	Cable, SCSI, VHDCI/VHDCI, M/M, 1.0m	39%
OV-LXN901022	SCSI terminator (LVD), VHDCI68	44%
OV-SDL101002	External tape drive, SDLT320 (LVD), 160GB/320GB, TT	23%
OV-LTO101002	External tape drive, LTO-2 (LVD), 200GB/400GB, TT	27%

INSTALLATION AND MAINTENANCE		
Part Number	**Description**	**DIR Discount %**
EWBRNZ1E-LDR	1 YEAR - Business day Support Extension w/ NBD ON-SITE Response, Loader	7%
EWBRNZ1E-NE2	1 YEAR - Business day Support Extension w/ NBD ON-SITE Response, NEO2000	7%
EWBRNZ1E-NE4	1 YEAR - Business day Support Extension w/ NBD ON-SITE Response, NEO4000	7%
EWBRNZ1E-NE8	1 YEAR - Business day Support Extension w/ NBD ON-SITE Response, NEO8000	7%
EWBRNZ1E-RE1	1 YEAR - Business day Support Extension w/ NBD ON-SITE Response, REO1000	7%
EWBRNZ1E-RE4	1 YEAR - Business day Support Extension w/ NBD ON-SITE Response, REO4000	7%
EWBRNZ1E-RE9	1 YEAR - Business day Support Extension w/ NBD ON-SITE Response, REO9000	7%
EWBRNZ1E-REX	1 YEAR - Business day Support Extension w/ NBD ON-SITE Response, REOEXP	7%
EWBRNZ1U-LDR	1 YEAR - Business day Support Upgrade w/ NBD ON-SITE Response, Loader	7%
EWBRNZ1U-NE2	1 YEAR - Business day Support Upgrade w/ NBD ON-SITE Response, NEO2000	7%
EWBRNZ1U-NE4	1 YEAR - Business day Support Upgrade w/ NBD ON-SITE Response, NEO4000	7%
EWBRNZ1U-RE1	1 YEAR - Business day Support Upgrade w/ NBD ON-SITE Response, REO1000	7%
EWBRNZ1U-RE4	1 YEAR - Business day Support Upgrade w/ NBD ON-SITE Response, REO4000	7%
EWBRNZ1U-RE9	1 YEAR - Business day Support Upgrade w/ NBD ON-SITE Response, REO9000	7%
EWBRNZ1U-REX	1 YEAR - Business day Support Upgrade w/ NBD ON-SITE Response, REOEXP	7%
EWBRNZ3U-LDR	3 YEAR - Business day Support Upgrade w/ NBD ON-SITE Response, Loader	13%
EWBRNZ3U-NE2	3 YEAR - Business day Support Upgrade w/ NBD ON-SITE Response, NEO2000	7%
EWBRNZ3U-NE4	3 YEAR - Business day Support Upgrade w/ NBD ON-SITE Response, NEO4000	7%
EWBRNZ3U-NE8	3 YEAR - Business day Support Upgrade w/ NBD ON-SITE Response, NEO8000	13%
EWBRNZ3U-RE1	3 YEAR - Business day Support Upgrade w/ NBD ON-SITE Response, REO1000	7%
EWBRNZ3U-RE4	3 YEAR - Business day Support Upgrade w/ NBD ON-SITE Response, REO4000	7%
EWBRNZ3U-RE9	3 YEAR - Business day Support Upgrade w/ NBD ON-SITE Response, REO9000	7%
EWBRNZ3U-REX	3 YEAR - Business day Support Upgrade w/ NBD ON-SITE Response, REOEXP	13%
EWGOLD1E-LDR	1 YEAR - 24x7x365 Support Extension w/ 4 Hour ON-SITE Response, Loader	7%
EWGOLD1E-NE2	1 YEAR - 24x7x365 Support Extension w/ 4 Hour ON-SITE Response, NEO2000	7%
EWGOLD1E-NE4	1 YEAR - 24x7x365 Support Extension w/ 4 Hour ON-SITE Response, NEO4000	7%
EWGOLD1E-NE8	1 YEAR - 24x7x365 Support Extension w/ 4 Hour ON-SITE Response, NEO8000	7%
EWGOLD1E-RE1	1 YEAR - 24x7x365 Support Extension w/ 4 Hour ON-SITE Response, REO1000	7%
EWGOLD1E-RE4	1 YEAR - 24x7x365 Support Extension w/ 4 Hour ON-SITE Response, REO4000	7%
EWGOLD1E-RE9	1 YEAR - 24x7x365 Support Extension w/ 4 Hour ON-SITE Response, REO9000	7%
EWGOLD1E-REX	1 YEAR - 24x7x365 Support Extension w/ 4 Hour ON-SITE Response, REOEXP	7%
EWGOLD1U-LDR	1 YEAR - 24x7x365 Support Upgrade w/ 4 Hour ON-SITE Response, Loader	13%
EWGOLD1U-NE2	1 YEAR - 24x7x365 Support Upgrade w/ 4 Hour ON-SITE Response, NEO2000	13%
EWGOLD1U-NE4	1 YEAR - 24x7x365 Support Upgrade w/ 4 Hour ON-SITE Response, NEO4000	13%
EWGOLD1U-NE8	1 YEAR - 24x7x365 Support Upgrade w/ 4 Hour ON-SITE Response, NEO8000	13%
EWGOLD1U-RE1	1 YEAR - 24x7x365 Support Upgrade w/ 4 Hour ON-SITE Response, REO1000	7%
EWGOLD1U-RE4	1 YEAR - 24x7x365 Support Upgrade w/ 4 Hour ON-SITE Response, REO4000	7%
EWGOLD1U-RE9	1 YEAR - 24x7x365 Support Upgrade w/ 4 Hour ON-SITE Response, REO9000	7%
EWGOLD1U-REX	1 YEAR - 24x7x365 Support Upgrade w/ 4 Hour ON-SITE Response, REOEXP	13%
EWGOLD3U-LDR	3 YEAR - 24x7x365 Support Upgrade w/ 4 Hour ON-SITE Response, Loader	13%
EWGOLD3U-NE2	3 YEAR - 24x7x365 Support Upgrade w/ 4 Hour ON-SITE Response, NEO2000	13%
EWGOLD3U-NE4	3 YEAR - 24x7x365 Support Upgrade w/ 4 Hour ON-SITE Response, NEO4000	13%
EWGOLD3U-NE8	3 YEAR - 24x7x365 Support Upgrade w/ 4 Hour ON-SITE Response, NEO8000	13%
EWGOLD3U-RE1	3 YEAR - 24x7x365 Support Upgrade w/ 4 Hour ON-SITE Response, REO1000	7%
EWGOLD3U-RE4	3 YEAR - 24x7x365 Support Upgrade w/ 4 Hour ON-SITE Response, REO4000	7%
EWGOLD3U-RE9	3 YEAR - 24x7x365 Support Upgrade w/ 4 Hour ON-SITE Response, REO9000	7%
EWGOLD3U-REX	3 YEAR - 24x7x365 Support Upgrade w/ 4 Hour ON-SITE Response, REOEXP	13%
EWSILV1E-LDR	1 YEAR - Business day Support Extension w/ 4 Hour ON-SITE Response, Loader	7%
EWSILV1E-NE2	1 YEAR - Business day Support Extension w/ 4 Hour ON-SITE Response, NEO2000	7%
EWSILV1E-NE4	1 YEAR - Business day Support Extension w/ 4 Hour ON-SITE Response, NEO4000	7%
EWSILV1E-NE8	1 YEAR - Business day Support Extension w/ 4 Hour ON-SITE Response, NEO8000	7%
EWSILV1E-RE1	1 YEAR - Business day Support Extension w/ 4 Hour ON-SITE Response, REO1000	7%
EWSILV1E-RE4	1 YEAR - Business day Support Extension w/ 4 Hour ON-SITE Response, REO4000	7%
EWSILV1E-RE9	1 YEAR - Business day Support Extension w/ 4 Hour ON-SITE Response, REO9000	7%
EWSILV1E-REX	1 YEAR - Business day Support Extension w/ 4 Hour ON-SITE Response, REOEXP	7%
EWSILV1U-LDR	1 YEAR - Business day Support Upgrade w/ 4 Hour ON-SITE Response, Loader	7%
EWSILV1U-NE2	1 YEAR - Business day Support Upgrade w/ 4 Hour ON-SITE Response, NEO2000	7%
EWSILV1U-NE4	1 YEAR - Business day Support Upgrade w/ 4 Hour ON-SITE Response, NEO4000	7%
EWSILV1U-NE8	1 YEAR - Business day Support Upgrade w/ 4 Hour ON-SITE Response, NEO8000	7%
EWSILV1U-RE1	1 YEAR - Business day Support Upgrade w/ 4 Hour ON-SITE Response, REO1000	7%
EWSILV1U-RE4	1 YEAR - Business day Support Upgrade w/ 4 Hour ON-SITE Response, REO4000	7%
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EWSILV3U-NE8	3 YEAR - Business day Support Upgrade w/ 4 Hour ON-SITE Response, NEO8000	13%
EWSILV3U-RE1	3 YEAR - Business day Support Upgrade w/ 4 Hour ON-SITE Response, REO1000	7%
EWSILV3U-RE4	3 YEAR - Business day Support Upgrade w/ 4 Hour ON-SITE Response, REO4000	7%
EWSILV3U-RE9	3 YEAR - Business day Support Upgrade w/ 4 Hour ON-SITE Response, REO9000	7%
EWSILV3U-REX	3 YEAR - Business day Support Upgrade w/ 4 Hour ON-SITE Response, REOEXP	13%
EWXNOW1E-LDR	1 YEAR - Business day Support Extension w/ XchangeNOW, Loader	7%
EWXNOW1E-RE1	1 YEAR - Business day Support Extension w/ XchangeNOW, REO1000	7%
EWXNOW1E-RE4	1 YEAR - Business day Support Extension w/ XchangeNOW, REO4000	7%
EWXNOW1E-RE9	1 YEAR - Business day Support Extension w/ XchangeNOW, REO9000	7%
EWXNOW1E-REX	1 YEAR - Business day Support Extension w/ XchangeNOW, REOEXP	7%
INSTALL1-LD	LOADER Product - Level 1 Installation	13%
INSTALL1-N2	NEO 2000 - Level 1 Installation	13%
INSTALL1-N2X	NEO 2000 - Level 1 Installation - Additional Units	13%
INSTALL1-N4	NEO 4000 - Level 1 Installation	13%
INSTALL2-N4	NEO 4000 - Level 2 Installation	13%
INSTALL2-N4X	NEO 4000 - Level 2 Installation - Additional Units	13%

Part Number	Description	DIR Discount %
INSTALL2-N8	NEO 8000 - Level 2 Installation	13%
INSTALL2-REO	REO Product - Level 2 Installation	13%
INSTALL2-REX	REO Product - Level 2 Installation - Additional Units	13%
INSTALOP-DRV	Option Upgrade - Drive Installation (ALL PRODUCTS)	13%
INSTALOP-DVX	Option Upgrade - Drive Installation - Additional Units (ALL PRODUCTS)	13%
INSTALOP-LPO	Option Upgrade - LPO Installation (ALL PRODUCTS)	13%
INSTALOP-VIA	Option Upgrade - V.I.A Card (Non LPO) Installation (ALL PRODUCTS)	13%
INST-RECERT	Product Recertification	13%
INST-RECERTX	Product Recertification - Additional Units	13%
SWMAIN1E-MS1	REO Multi-sitePAC - 1 YEAR - SOFTWARE MAINTENANCE - REO 1000	6%
SWMAIN1E-MS2	REO Multi-sitePAC - 1 YEAR - SOFTWARE MAINTENANCE - REO 4000	6%
SWMAIN1E-MS3	REO Multi-sitePAC - 1 YEAR - SOFTWARE MAINTENANCE - REO 9000	6%
SWMAIN1E-RP1	REO ProtectionOS - 1 YEAR - SOFTWARE MAINTENANCE - TIER 1	6%
SWMAIN1E-RP2	REO ProtectionOS - 1 YEAR - SOFTWARE MAINTENANCE - TIER 2	6%
SWMAIN1E-RP3	REO ProtectionOS - 1 YEAR - SOFTWARE MAINTENANCE - TIER 3	6%

	• 2 Ultra 160 SCSI • Dual Controller • Includes Software for System Management, Intellegent Drive Handling, Enclosure Fault Management and Host Mapping. • RAID Level Support - 0, 1 (0+1), 3, 5 • Hardware Warranty - 3 Years	
UNISTAR™ TeraVault 16 - 4.0 TB	• Form Factor - 3U • Drive Type - Serial ATA - Parallel ATA (with adapter) • 16 EA. - 250 GB Hot Spare/Hot Swap Drives for 4.0 TB Raw Capacity • Cache - 128MB (Upgradeable to 1GB) • Dual Hot Swap Power Supplies and Cooling Fans • 2 2Gb/sec Fibre Channel • 2 Ultra 160 SCSI • Dual Controller • Includes Software for System Management, Intellegent Drive Handling, Enclosure Fault Management and Host Mapping. • RAID Level Support - 0, 1 (0+1), 3, 5 • Hardware Warranty - 3 Years	33%
UNISTAR™ TeraVault 16 - 6.4 TB	• Form Factor - 3U • Drive Type - Serial ATA - Parallel ATA (with adapter) • 16 EA. - 400 GB Hot Spare/Hot Swap Drives for 6.4 TB Raw Capacity • Cache - 128MB (Upgradeable to 1GB) • Dual Hot Swap Power Supplies and Cooling Fans • 2 2Gb/sec Fibre Channel • 2 Ultra 160 SCSI • Dual Controller • Includes Software for System Management, Intellegent Drive Handling, Enclosure Fault Management and Host Mapping. • RAID Level Support - 0, 1 (0+1), 3, 5 • Hardware Warranty - 3 Years	33%
UNISTAR™ 1012 NAS - 3.0 TB	• Form Factor - 2U • Drive Type - Serial ATA - Parallel ATA (with adapter) • 12 EA. - 250 GB Hot Spare/Hot Swap Drives for 3.0 TB Raw Capacity • Single 3.0 GHz Xeon Processor • 1 GB ECC Memory • Dual Hot Swap Power Supplies and Cooling Fans • 2 2Gb/sec Fibre Channel • Includes Software for System Management, Intellegent Drive Handling, Enclosure Fault Management and Host Mapping. • RAID Level Support - 0, 1 (0+1), and 5 • Multi-protocol Support for CIFS/SMB, NFS v 2 & 3, FTP • Linux Red Hat or Windows for NAS Operating System • Supports Mictrosoft Active Directory and UNIX NIS Network Security • Hardware Warranty - 3 Years	33%
UNISTAR™ 1012 NAS - 4.8 TB	• Form Factor - 2U • Drive Type - Serial ATA - Parallel ATA (with adapter) • 12 EA. - 400 GB Hot Spare/Hot Swap Drives for 4.8 TB Raw Capacity • Single 3.0 GHz Xeon Processor • 1 GB ECC Memory • Dual Hot Swap Power Supplies and Cooling Fans • 2 - 1 Gb/sec Copper Ethernet Ports w/Load Balancing and Failover - 10/100/1000 • Includes Software for System Management, Intellegent Drive Handling, Enclosure Fault Management and Host Mapping. • RAID Level Support - 0, 1 (0+1), and 5 • Multi-protocol Support for CIFS/SMB, NFS v 2 & 3, FTP • Linux Red Hat or Windows for NAS Operating System • Supports Mictrosoft Active Directory and UNIX NIS Network Security • Hardware Warranty - 3 Years	33%

UNISTAR™ 2024 NAS - 6.0 TB	• Form Factor - 5U • Drive Type - Serial ATA - Parallel ATA (with adapter) • 24 EA. - 250 GB Hot Spare/Hot Swap Drives for 4.0 TB Raw Capacity • Dual 3.0GHz Xeon Processors • 2 GB ECC Memory • Dual Hot Swap Power Supplies • 2 - 1 Gb/sec Copper Ethernet Ports w/Load Balancing and Failover - 10/100/1000 • Includes Software for System Management, Intellegent Drive Handling, Enclosure Fault Management and Host Mapping. • RAID Level Support - 0, 1 (0+1), and 5 • Multi-protocol Support for CIFS/SMB, NFS v 2 & 3, FTP • Linux Red Hat or Windows for NAS Operating System • Supports Mictrosoft Active Directory and UNIX NIS Network Security • Hardware Warranty - 3 Years	33%
UNISTAR™ 2024 NAS - 9.6 TB	• Form Factor - 5U • Drive Type - Serial ATA - Parallel ATA (with adapter) • 24 EA. - 400 GB Hot Spare/Hot Swap Drives for 9.6 TB Raw Capacity • Dual 3.0GHz Xeon Processors • 2 GB ECC Memory • Dual Hot Swap Power Supplies • 2 - 1 Gb/sec Copper Ethernet Ports w/Load Balancing and Failover - 10/100/1000 • Includes Software for System Management, Intellegent Drive Handling, Enclosure Fault Management and Host Mapping. • RAID Level Support - 0, 1 (0+1), and 5 • Multi-protocol Support for CIFS/SMB, NFS v 2 & 3, FTP • Linux Red Hat or Windows for NAS Operating System • Supports Mictrosoft Active Directory and UNIX NIS Network Security • Hardware Warranty - 3 Years	33%
UNISTAR™ NAS X	• Form Factor - 2U • 2 EA. - XXX XB SCSI Drives Internal • Supports up to 16 TB of SAN Storage • Dual 2.4 GHz Xeon Processors • 2 GB ECC Memory • Dual Hot Swap Power Supplies • 2 - 1 Gb/sec Copper Ethernet Ports w/Load Balancing and Failover - 10/100/1000 • Includes Software for System Management, Intellegent Drive Handling, Enclosure Fault Management and Host Mapping. • RAID Level Support - 0, 1 (0+1), and 5 • Multi-protocol Support for CIFS/SMB, NFS v 2 & 3, FTP • Linux Red Hat or Windows for NAS Operating System • Supports Mictrosoft Active Directory and UNIX NIS Network Security • Hardware Warranty - 3 Years	33%
UNISTAR™ 1000-PE	• Form Factor - 2U • 5 EA. - 250 GB ATA Drives • Single 2.4 GHz Xeon Processor • 512 MB ECC Memory • Single Power Supply • 1 1Gb/sec Copper Ethernet Connections 10/100/1000 • 2 Ultra 160 SCSI • Includes Software for System Management, Intellegent Drive Handling, Enclosure Fault Management and Host Mapping. • RAID Level Support - 0, 1 (0+1), 3, 5 • Multi-protocol Support for CIFS/SMB, NFS v 2 & 3, FTP • Linux Red Hat or Windows for NAS Operating System • Supports Mictrosoft Active Directory and UNIX NIS Network Security • Hardware Warranty - 1 Years	33%
Installation Services *	Per Day: On-site Installation and Configuration Services During Nornal Business Hours. (+ Travel and Expenses where applicable)	0%
Installation Services - After Hours *	Per Day: On-site Installation and Configuration Services During Nornal Business Hours. (+ Travel and Expenses where applicable)	0%

Installation Services - Holidays	Per Day: On-site Installation and Configuration Services During Nornal Business Hours. (+ Travel and Expenses where applicable. Definition of allowed travel expenses is provided in Section 4, G of the contract.	0%
Maintenance and Support *	5x9xNBD On- non-bundled UniStar and Teravault storage Systems	0%

Travel Expenses are limited by terms of Section 4, G of the contract